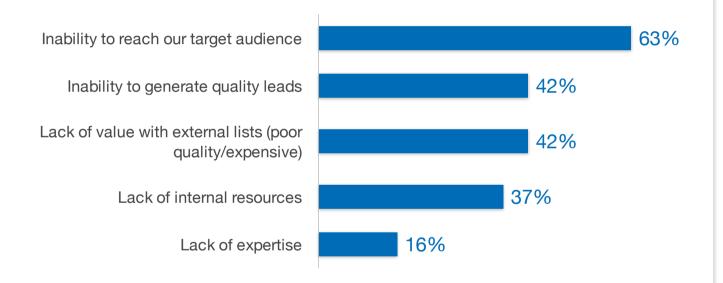
## FROST & SULLIVAN CUSTOMER RESEARCH

## What are the challenges you face (or would have faced) conducting your own lead generation campaign?



Source: TechValidate survey of 19 users of Frost & Sullivan



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